

## Welcome to the association for project management's Contracts & Procurement SIGs Annual Conference on Innovative Supplier Selection Methods



Chair :  
Jon Broome

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## Objectives

For All to :

- ❖ to learn about what others have done or do & why they do it.
- ❖ Question, discuss & reflect on the above to gain deeper understanding in order to ... ..
- ❖ learn something which you can apply in your work and
- ❖ to develop the Contracts & Procurement body of knowledge, for wider dissemination.



## Overview of the Day

- ❖ **Chairs Welcome & Review.** Jon Broome, leading edge cc Ltd.
- ❖ **Use of Value & Risk Management to start the Procurement Process,** Lee Griffin, Head of Risk Management, Davis Langdon LLP.
- ❖ **Partners or just good friends?** Mike Taylor, Strategy & Corporate Development Director for BT Global Services Public Sector.
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- ❖ **Continuous Improvement in BAA Procurement Models.** Breda Ryan, BAA Capital Projects.
- ❖ **Using competitive dialogue to deliver a step change in professional learning :** Steve Oram, GTC and Alan Wildsmith, Hay Group.
- ❖ **Incentivising all parties for the Projects Success :** Chris Cundy, Group Commercial Director, VT Group plc.
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- ❖ **Selection of a Project Integrator by a variety of Methods :** Anne Holden, View 360° Engineering Ltd, Former Team Leader, MARS IPT, MoD.
- ❖ **Facilitated Sessions.**
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- ❖ **Main Group Feedback.**



## Quick Review of Year

- ❖ Unofficially appointed chair mid-last year.



## Aim of the SIG :

The Contracts & Procurement Specific Interest Group :

- ❖ Exists to promote and disseminate knowledge, understanding and best practice of contracts and procurement in a project environment.
- ❖ Aims is to become a lively and constructive debating forum which takes existing best practice and helps make it better.
- ❖ Wants to be disseminating this knowledge, understanding and better than best practice through a variety of accessible means.
- ❖ Has a long term aspiration to become recognised as an international forum at the leading edge of excellence in contracts & procurement for projects.



## Quick Review of Year

- ❖ Unofficially appointed chair mid-last year.
- ❖ Organised conference to find out what delegates wanted wrt Topics & Event Format
- ❖ Committee officially appointed early this year. Always responded & pushed me !
- ❖ Started a debate on 'soft' vs 'hard' skills in Project in order to raise profile.
- ❖ Held a number of evening events & training seminar + this conference. Want to do more ... .. successful events!



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## About you, the participants ...

- ❖ We will do the following 3 times for
  - Sector
  - Type of organisation
  - Role
- ❖ Process
  - All stand up
  - Those who are 'called' progressively sit down
  - Do it again (x2)
- ❖ Observe those around you

## By Sector ...

STAND UP. Those mainly involved in < >, sit down

- ❖ Heavy engineering, inc. Energy
- ❖ Construction, inc. Civil Engineering
- ❖ Chemicals & Pharmaceuticals
- ❖ Information Technology & Electronics
- ❖ Manufacturing
- ❖ Business Change Management
- ❖ Other ?

## By Type of Organisation

STAND UP. Those who work for < > sit down

- ❖ Public Sector : Central Government
- ❖ Public Sector : Local Authority
- ❖ Charity / 3<sup>rd</sup> Sector
- ❖ Consulting
- ❖ Contracting
- ❖ Other ?

## By Role ...

STAND UP. Those whose job is mainly < > sit down

- ❖ Procurement
- ❖ Contract / Legal
- ❖ Programme Management
- ❖ Project Management
- ❖ Other ?

## Use of Value & Risk Management to start the Procurement Process

Lee Griffin,  
Head of Risk Management,  
Davis Langdon LLP.

Clarification or Amplification Questions only initially

## Partners or just good friends?

Mike Taylor,  
Strategy & Corporate Development Director,  
BT Global Services Public Sector.

Clarification or Amplification Questions only initially

## More Questions + Debate for Lee & Mike

Observations, Challenges etc. .

## Topics for Reflection & Discussion over Coffee

- ❖ Before you go to coffee, individually identify one practical insight, tool or technique that you can apply on a future project.
- ❖ Discuss exactly how, when & where you could apply it on your next project(s).

## Continuous Improvement in BAA Procurement Models.

Breda Ryan,  
Projects Control Leader  
BAA Capital Projects.

Clarification or Amplification Questions only initially

## Using competitive dialogue to deliver a step change in professional learning

Steve Oram : General Teaching Council for England  
Alan Wildsmith : Senior Consultant, Hay Group

Clarification or Amplification Questions only initially

## Incentivising all parties for the Projects Success

Chris Cundy,  
Group Commercial Director,  
VT Group plc

Clarification or Amplification Questions only initially

## More Questions + Debate for Breda, Steve, Alan, & Chris.

Observations, Challenges etc. .

## Topics for Reflection & Discussion over Lunch

- ❖ Before you go to lunch, identify an aspect of these case studies that is relevant to you in some way.
- ❖ Over lunch, swop perspectives with others.

## Selection of a Project Integrator by a variety of Methods

Anne Holden,  
View 360° Engineering Ltd,  
Former Team Leader, MARS IPT, MoD.

Clarification or Amplification Questions only initially

## Facilitated Sessions - Overview

- ❖ 4 Selection Methods to work on in smaller groups, which are something like :
  - Selection mainly on Price
  - Selection mainly on Past Performance
  - Selection mainly on What They Promise
  - Selection mainly by Negotiation or Dialogue
- ❖ Move into the groups and allocated areas with 5 to 8 people in each.

- ❖ In these smaller groups, a Flip or Two is developed on each of the sub-topics :
  - What are the basics of this method ?
  - What are its advantages ?
  - What are its disadvantages ... & what are the variants which attempt to overcome these disadvantages ?
  - When would you use this as the primary method of selection ?
- ❖ Suggested Method in Small Groups:
  - Split into 2 sub-groups to do first draft flips : (i), (ii) & (iv) together, and (iii)
  - Feedback to smaller group & take on board comments
  - Refine / revise flips.
  - Use Facilitator / Speakers as a resource if needs be.

## Main Group Feedback

- ❖ Feedback to main group with Facilitator making notes of any comments.
- ❖ Flips will be written up, enhanced and placed on website, perhaps with a bit of commentary by me, the Facilitator or a volunteer from the group.

## Conclusions

- ❖ Move into 7 groups of 4 odd people, who are different from the ones you worked in before.
- ❖ Discuss and agree the Top 3 Useful Things you got from today.
- ❖ As an individual get specific about how, when & where you are going to apply these insights.
- ❖ As a group, feedback to room your Top insight, but it can't have been mentioned before by another group !